

## Smokecraft Clarendon LLC

## Profit and Loss

July 2024

	TOTAL	
	JUL 2024	% OF INCOME
Income		
All Sales, Comps and Discounts		
5100 Food Sales	138,142.55	88.26 %
5110 Goodwill Comps	-603.29	-0.39 %
5115 Goodwill Bar Comps	-205.50	-0.13 %
5120 Guest Complaint Comps	-404.75	-0.26 %
5131 50% Employee Discounts	-583.29	-0.37 %
5150 Discounts Marketing	-141.50	-0.09 %
5160 Dining Privileges (mgr/chef)	-477.26	-0.30 %
5180 NA Beverage	2,964.75	1.89 %
5210 Liquor Sales	10,095.00	6.45 %
5220 Wine Sales	1,336.00	0.85 %
5230 Bottled Beer Sales	452.50	0.29 %
5240 Draft Beer Sales	5,247.50	3.35 %
<b>Total All Sales, Comps and Discounts</b>	<b>155,822.71</b>	<b>99.55 %</b>
Other Income and Expense		
5300 Sundry Sales	365.00	0.23 %
5910 Service Charge Revenue - Catering	338.66	0.22 %
<b>Total Other Income and Expense</b>	<b>703.66</b>	<b>0.45 %</b>
<b>Total Income</b>	<b>\$156,526.37</b>	<b>100.00 %</b>
Cost of Goods Sold		
Cost of Sales		
6110 Meat Cost	30,737.12	19.64 %
6120 Poultry Cost	4,835.97	3.09 %
6130 Seafood Cost	927.59	0.59 %
6140 Dairy Cost	7,485.52	4.78 %
6150 Produce Cost	5,554.57	3.55 %
6160 Bakery Cost	2,374.72	1.52 %
6170 Grocery Cost	17,172.32	10.97 %
6180 NA Beverage	1,505.09	0.96 %
6210 Liquor Cost	6,000.80	3.83 %
6220 Wine Cost	1,176.19	0.75 %
6230 Bottled Beer Cost	241.42	0.15 %
6240 Draft Beer Cost	3,868.00	2.47 %
<b>Total Cost of Sales</b>	<b>81,879.31</b>	<b>52.31 %</b>
<b>Total Cost of Goods Sold</b>	<b>\$81,879.31</b>	<b>52.31 %</b>
<b>GROSS PROFIT</b>	<b>\$74,647.06</b>	<b>47.69 %</b>
Expenses		
A. Payroll Expenses		
6310 Management Salaries	14,461.54	9.24 %

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6311 Direct Labor - FOH	4,579.51	2.93 %
6312 Overtime Labor - FOH	0.00	0.00 %
6313 Training Labor	486.00	0.31 %
6314 Direct Labor - BOH	25,899.48	16.55 %
6315 Overtime Labor - BOH	594.96	0.38 %
6510 Payroll Taxes	4,860.70	3.11 %
6530 Vacation Pay	0.00	0.00 %
6540 Parking	200.00	0.13 %
6550 Uniform Allowance	-35.00	-0.02 %
6570 Group Insurance	390.80	0.25 %
6580 Workers Compensation	431.33	0.28 %
6615 Payroll Processing Fees	278.00	0.18 %
<b>Total A. Payroll Expenses</b>	<b>52,147.32</b>	<b>33.32 %</b>
B. Controllable Expenses		
6500 3rd Party Delivery Expense	6,950.53	4.44 %
6710 Operating Lease/Rentals	543.64	0.35 %
6750 Trash Removal	-29.36	-0.02 %
6790 Other Contracted Services	300.00	0.19 %
7000 Register Over/Short	-8.11	-0.01 %
7010 China/Glassware/Silver	69.65	0.04 %
7040 Cleaning Supplies	439.04	0.28 %
7045 Dish Chemicals	1,155.84	0.74 %
7050 Decorations	74.04	0.05 %
7060 Linens	1,155.66	0.74 %
7105 To Go Supplies	2,971.19	1.90 %
7106 Catering Supplies	1,076.03	0.69 %
7110 Operating Supplies F&B	2,056.80	1.31 %
7120 Uniforms	1,064.00	0.68 %
<b>Total B. Controllable Expenses</b>	<b>17,818.95</b>	<b>11.38 %</b>
C. General & Administrative		
7190 Other Contracted Services-Admin	1,858.06	1.19 %
7195 Accounting Services	2,500.00	1.60 %
7220 Bank Charges & Fees	600.00	0.38 %
7230 Licenses & Permits	1,735.42	1.11 %
7250 Credit Card Commissions	3,414.75	2.18 %
7256 Employment Ads	135.00	0.09 %
7270 Dues & Subscriptions	48.00	0.03 %
7285 Gen. Liab Insur/Key Man	1,083.59	0.69 %
7320 Office Supplies & Postage	24.41	0.02 %
7350 Tele/internet/cable	0.00	0.00 %
7360 Travel	584.44	0.37 %
<b>Total C. General &amp; Administrative</b>	<b>11,983.67</b>	<b>7.66 %</b>

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D. Advertising and Promotion		
7435 Advertising & Marketing	1,289.98	0.82 %
<b>Total D. Advertising and Promotion</b>	<b>1,289.98</b>	<b>0.82 %</b>
E. Repair & Maintenance		
7500 Repairs & Maintenance	861.55	0.55 %
7620 R&M HVAC & Refrigeration	431.80	0.28 %
7630 R&M - Plumbing	45.58	0.03 %
7695 Cleaning Service	3,680.00	2.35 %
7710 Maint Contract - HVAC & Refrigeration	625.00	0.40 %
7720 Maint Contract - Other Equipment	2,026.50	1.29 %
7750 Pest Control	85.00	0.05 %
<b>Total E. Repair &amp; Maintenance</b>	<b>7,755.43</b>	<b>4.95 %</b>
F. Utilities		
7810 Electricity	1,759.68	1.12 %
7820 Gas	589.68	0.38 %
7830 Water & Sewer	452.00	0.29 %
7840 Firewood	9.50	0.01 %
<b>Total F. Utilities</b>	<b>2,810.86</b>	<b>1.80 %</b>
G. Facility Expense		
8010 Rent & Lease	12,730.64	8.13 %
8015 Common Area Maintenance	2,315.00	1.48 %
8020 Property Insurance	132.00	0.08 %
8030 Property Taxes	3,671.46	2.35 %
<b>Total G. Facility Expense</b>	<b>18,849.10</b>	<b>12.04 %</b>
<b>Total Expenses</b>	<b>\$112,655.31</b>	<b>71.97 %</b>
<b>NET OPERATING INCOME</b>	<b>\$ -38,008.25</b>	<b>-24.28 %</b>
<b>NET INCOME</b>	<b>\$ -38,008.25</b>	<b>-24.28 %</b>